



D. P. FITZGERALD  
Area Manager - Operations  
North East Sales Area  
910-741-2053

July 30, 1997

**SENT VIA POUCH MAIL**

Bob Snow  
Mark Goodman  
Tim Gillespie  
Stephen MacLeod  
Bob Dobrowski  
Rory O'Rourke

Subject: McLane Information

Attached you will find a packet of information on McLane and the chains they service provided by Paul Letourneau. I would appreciate you forwarding this on to managers with McLane branch accountability, along with anyone who has responsibility for a chain headquarter serviced by McLane. Anyone receiving this information should be cautioned that the share information included is highly confidential and should not be shared with anyone outside the Company.

Additionally, you may want to utilize some of the promotion procedure information included as best practices information within your own Region. Obviously, this is up to you to use as you see fit.

*Don*

97106DF/di  
Attachment

Sales		Retail	
1221	_____	1222	_____
1222	_____	1223	_____
1223	_____	1226	_____
1224	_____	1229	_____
1225	_____	ROM	_____
1226	_____	PC	SC
1229	_____	MO	PA
1240	_____		
1244	_____	RSM	RBM

51851 7249

McLANE RJR ~~MANAGER~~ LISTING  
PARENT COMPANY 5649800 SIS# 374594 ID 1166-00-00

EFT	AB	WHSE	MCL DIV	SIS#	DIV#	DIV NAME	PHONE #	FAX#	MANAGER	VOICE MAIL
			CORPORATE	374594	097	TRADE MKTING	254-947-0350	254-947-0351	PAUL LETOURNEAU	42657
1534	NE	A02/49	*NORTHEAST	375878	1842	SYRACUSE	315-638-7848	315-635-1171	SHARON SCHWALM	73700
3332	MZ	A11/200	MID ATLANTIC	564919	2944	RICHMOND	804-348-0224	804-747-8114	RANDY SULLIVAN	78030
1545	SE	A04/52	SOUTHEAST	378430	2242	ATLANTA	770-729-3244	770-729-3256	FRANK THOMAS	69720
1542	ME	A08/20	SUNEAST	380734	2346	ORLANDO	407-786-0771	407-786-0297	CHRIS HUFF	44826
3470	MK	A14/45	CUMBERLAND	665276	1840	CINCINNATI	513-769-5400	513-769-7117	MATT HAMMOND	69798
1546	SO	8/15/93	*SOUTHERN	380754	2848	JACKSON	601-932-2372	601-932-8758	DAVID TAYLOR	49073
3371	MI	A13/47	MIDWEST	576053	6240	CHICAGO	630-682-3996	630-682-4134	KRAIG KNUDSEN	71293
1541	SW	A06/18	SOUTHWEST	380058	5841	*AUSTIN-POS TO	512-869-8660	512-869-8662	BILL EVANS	73751
3326	HP	A10/26	HIGH PLAINS	558715	5844	LUBBOCK	806-748-7404	806-748-7406	BOB BERRIER	58537
1544	MW	A05/13	WESTERN	377153	6844	DENVER	303-799-0037	303-799-4240	JIM RILEY	44214
1543	MS	A03/85	SUNWEST	376062	5845	PHOENIX	602-861-2944	602-844-8768	ROGER COBB	46758
3336	SZ	A12/34	SO CALIFORNIA	585292	5442	N. LA.	714-572-2881	714-572-9613	MONEE ANAYA	58125
1540	MP	A01/8	PACIFIC	374931	5140	*FRESNO -POS TO 701242	209-433-9030	209-433-9031	KIM SASSANO	73093
1539	NW	A07/88	NORTHWEST	380506	5849	SEATTLE	206-885-5799	206-881-9318	DICK ALLEN	44421
3577	NC	A16/200	CAROLINA	734386	2946	NORFOLK	757-490-3886	757-458-2988	KEVIN BARNEY	60970
			KAY LONG			RJR CRP	910-741-1792	910-741-5334		WS 1792
			DAVID GRAMLEY			RJR CRP	910-741-1011	910-741-5334		WS 1011
			MARTY WASHBURN			WAL-MART	800-757-9174	501-646-9544	501-646-8999 H	55445
			KATHI CALDWELL DALLAS ROU			PROMO COORD	800-304-9868	972-844-2859	214-368-4424 H	79087
			GEORGIA BASTIAN			WAL-MART COC	800-432-7578	501-484-0217		
			* SPECIAL SHIPPING OF DISPLAY MATERIAL—SHIPPERS							
NORTHEAST			Consolidated	607885						
SOUTHERN			Allied	328275						
			BILL EVANS			KIM SASSANO		KRAIG KNUDSEN	SHARON SCHWALM	
			108 RIVERWOOD DR			1848 E. SOLAR AVE		412 E. MADISON	2190 CONNELL TR.	
			GEORGETOWN, TX 78628			FRESNO CA 93720		WHEATON IL 60187	BALDWINVILLE NY 13027	

05ZL 19819

MCLANE COMPANY, INC.  
PERIOD ONE  
STORE COUNT BY DIVISION

7/19/97

CORP CODE	ACCOUNT	HP	ME	MI	MK	MP	MS	MW	MZ	NE	NW	SE	SO	SW	SZ	NC	TTL
DIVISION ACCOUNT ABILITIES																	
TOTAL	7-11 FRANCHISEE			352		488	248	120	518	445	375				734		3258
005	AM/PM FRANCHISE I					19	12				13				55		99
006	ARCO - PRESTIGE					84	79				103				222		488
127	BP OIL COMPANY				337					48		41	42			45	511
151	CIGARETTE CHEAPER	7		71		188	39	3			22				138		468
167	CROWN PETROLEUM								78			63				98	239
TOTAL	DAIRYMART-CORP			27	418					98							543
TOTAL	DAIRYMART-FRANCHISE			7	110					82							199
003	DIAMOND SHAMROCK	97					18	131						704			950
064	FLYING J CORPORATION	5	2	8	7	8	5	29	4		15	4	7	3	1	4	102
082	MAPCO PETROLEUM				101					25	10	101	2				239
190	RACETRAC		47		13				20			75	48	73		15	289
185	THE PANTRY				102											273	375
205	LIL CHAMP		498									53					549
DIVISION SUB-TOTAL		109	545	485	1088	787	399	283	620	671	553	246	196	782	1150	435	8309
CORPORATE ACCOUNT ABILITIES																	
194	AMERADA HESS		88							61		29				38	216
112	AMOCO OIL COMPANY		119			135		53		80	141	27	17				295
001	CIRCLE K	182	378		28	86	571	94			116	122	298	99	204	92	2265
043	COASTAL MART	6	68	80	20			153	28	40		0	2	181		5	569
049	E-Z SERVE	47	88	8	29			16				124	287	54		66	697
021	EMRO MARKETING		102		47							88	30			112	377
041	EXXON CORPORATION		47									20		151			218
186	LAQUINTA	19	20	12	10	8	10	17	4		3	19	8		8	8	146
010	MOBIL OIL COMPANY		121	108			43		78	118				43	63		570
150	PETRO TRAVEL	5	1	2	4	1	2	1			1	3	3	4			27
116	PHILLIPS 66	75		70	14			101				11	6	44		3	324
014	SHELL OIL COMPANY													8			8
TOTAL	SHOWBIZ		15	51	23	17		14	24	41	9	20	22	30	40	10	316
TOTAL	SOUTHLAND		418					396	724					288			1816
080	STAR ENTERPRISES		127		8					58		67	28	123			411
TOTAL	TACO BELL	50	59	155	88	34			40				68	30	108		630
073	THRIFTWAY	98					31	20			15			7			169
170	WALGREEN	19	381	2													402
CORPORATE SUB-TOTAL		499	2008	486	271	145	657	855	894	398	144	528	787	1040	421	334	9445
NATIONAL ACCOUNT ABILITIES		608	2251	951	1359	912	1058	1138	1514	1089	697	774	983	1822	1571	769	17754
074	BUD'S OUTLETS	7	5	4	8			4				6	18	9		2	63
072	SAM'S CLUBS	15	28	89	30	7	8	34	28	56	7	37	25	43	17	22	426
500	WAL-MART	108	88	404	170	105	38	140	91	178	58	121	238	144		128	2021
501	WWM SUPERCENTER	27	21	45	37			14	19	13		41	87	61		9	374
NATIONAL SUB-TOTAL		157	152	522	245	112	48	192	138	247	65	205	368	257	17	161	2884
TOTAL NATIONAL ACCOUNTS		765	2703	1473	1604	1024	1102	1330	1652	1316	762	979	1331	2079	1588	930	20638

1571 15819

**NORTHEAST**  
**315-638-7500**



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